

## TRANE ESTABLISHES NEW OPERATIONS IN CLEVELAND

Now hiring additional energy management, HVAC and building experts to help optimize the performance of commercial buildings in Cleveland

### Dear Cleveland Community,

On behalf of the entire Environmental Conditioning Systems (ECS) team, we are thrilled to announce that nearly all of the company's assets will be acquired by Trane®, a world leader in creating heating, ventilating and air-conditioning systems and a business of Ingersoll Rand, a leading HVAC systems, services and controls company in Northeast Ohio.

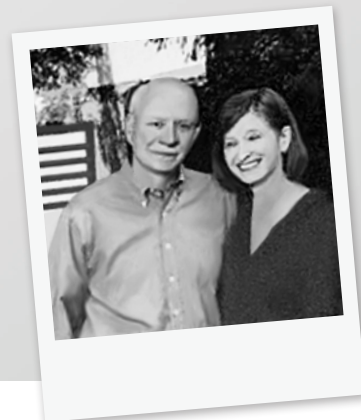
When my wife, Barbara, and I started ECS more than 30 years ago with our first employee, Thomas Borowske, we dreamt of creating a business that building operators could rely on to ensure their facilities were operating at maximum efficiency – with customer service levels they expect. By selling our business to Trane, we believe Trane will further exceed this mission.

We made the decision to sell our business to Trane because of our long tenure and history with Trane's people and products. It was an easy decision for us because Trane's values of integrity, trust, teamwork, innovation and customer service align closely with those at ECS.

ECS has always operated with a loyal and dedicated team who provide reliable and high-quality commercial and industrial HVAC and controls services to the buildings of Northeast Ohio. Now as a team of 100+ Trane employees in the area, we want to assure you that the Trane team will continue the tradition of exceptional service we have provided through the years to our existing and future customers. In fact, Trane is already investing in the team, especially the service business, with additional training and new technology so Trane can continue to increase the efficiency of commercial buildings across Northeast Ohio.

We could not be more excited about the value this change will bring to our customers, and we hope you are as thrilled as we are about the sale to Trane. We look forward to Trane continuing to serve Northeast Ohio for years to come.

Regards,  
**Hank Bloom**  
Owner and President  
Environmental  
Conditioning Systems



#### About Ingersoll Rand and Trane

Ingersoll Rand (NYSE:IR) advances the quality of life by creating comfortable, sustainable and efficient environments. Our people and our family of brands — including Club Car®, Ingersoll Rand®, Thermo King® and Trane® — work together to enhance the quality and comfort of air in homes and buildings; transport and protect food and perishables; and increase industrial productivity and efficiency. We are a \$13 billion global business committed to a world of sustainable progress and enduring results. Trane solutions optimize indoor environments with a broad portfolio of energy-efficient heating, ventilating and air-conditioning systems, building and contracting services, parts support and advanced control. For more information, visit [www.ingersollrand.com](http://www.ingersollrand.com) or [www.trane.com](http://www.trane.com).

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